



RESULTS OF THE FOURTH QUARTER AND FULL YEAR RESULTS OF 2013

25th February 2014

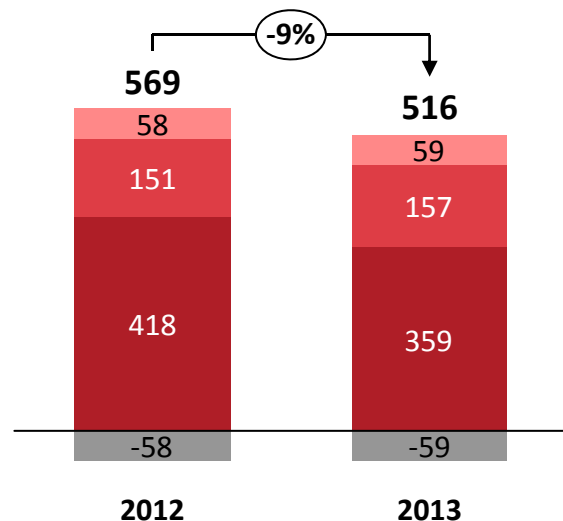
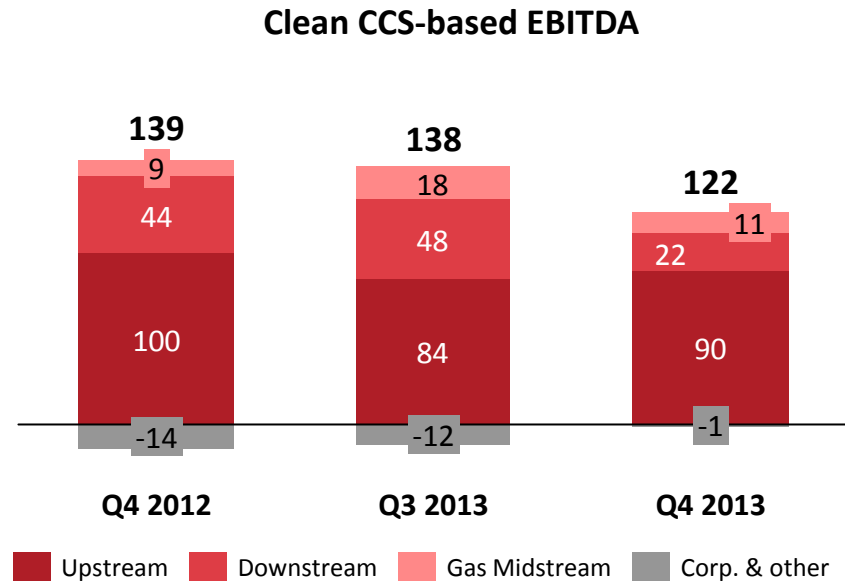
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Q4 PERFORMANCE WAS IMPACTED BY MUCH WORSE DOWNSTREAM ENVIROMENT

However, an excellent full year result in DS partly offset declining US contribution



▶ Upstream performance boosted by revision of provisions offsetting declining production and realized price

▶ Downstream hit by deterioration in external conditions

▶ One-offs increased reported EBITDA by HUF 19bn, but lowered EBIT by HUF 50bn

▶ Operating cash flow amounted to HUF 249bn

▶ Declining Upstream due to natural decline, lower net entitlement (Adriatic offshore), divestiture of ZMB and 10% lower realized price

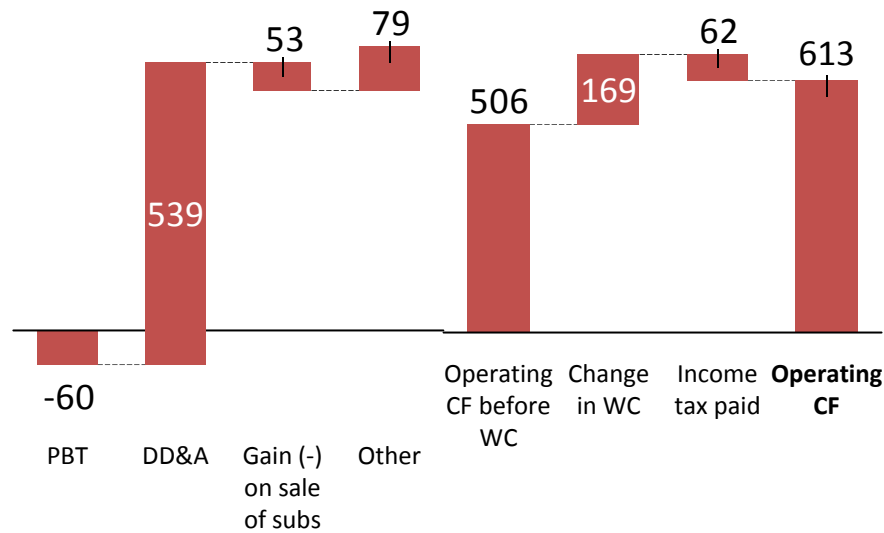
▶ 4% better CCS-based Downstream result despite major headwinds in external conditions as a result of the New Downstream Program and improving sales

▶ Gas midstream delivered similar results as in 2013, last time with the storage business

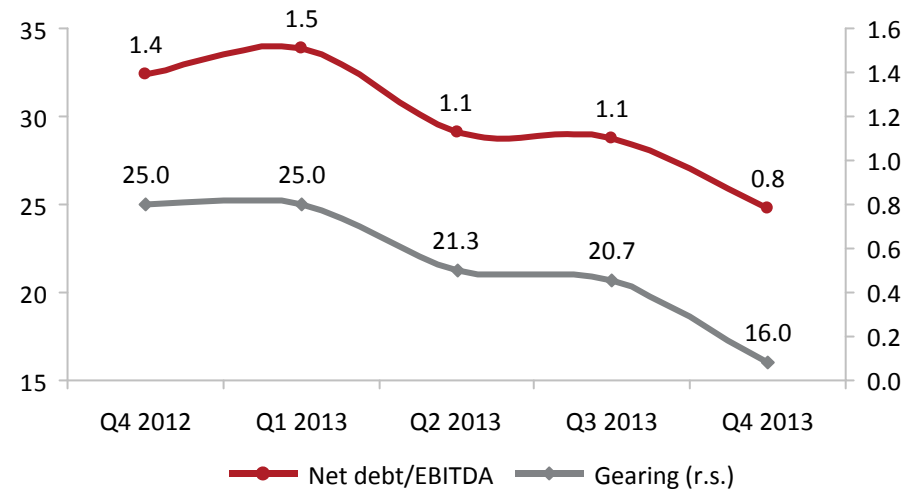
GEARING RATIO DROPPED FURTHER HIGHLIGHTING HUGE FINANCIAL HEADROOM

Strong operating cash flow, disciplined CAPEX spending with Upstream focus

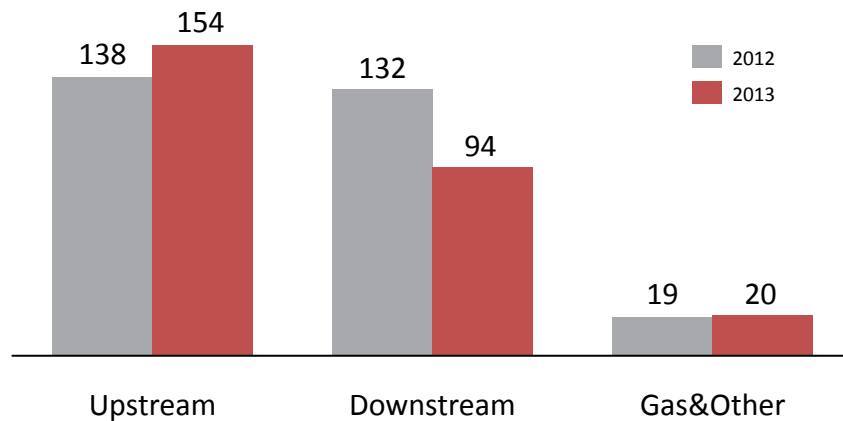
HUF 613bn operating CF



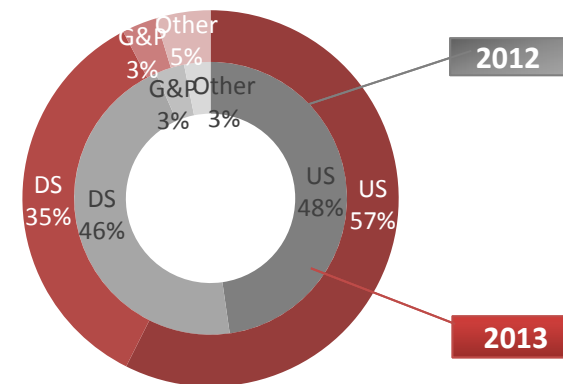
Net gearing on five year low; net debt/EBITDA declined further



Upstream focused CAPEX spending (HUF bn)

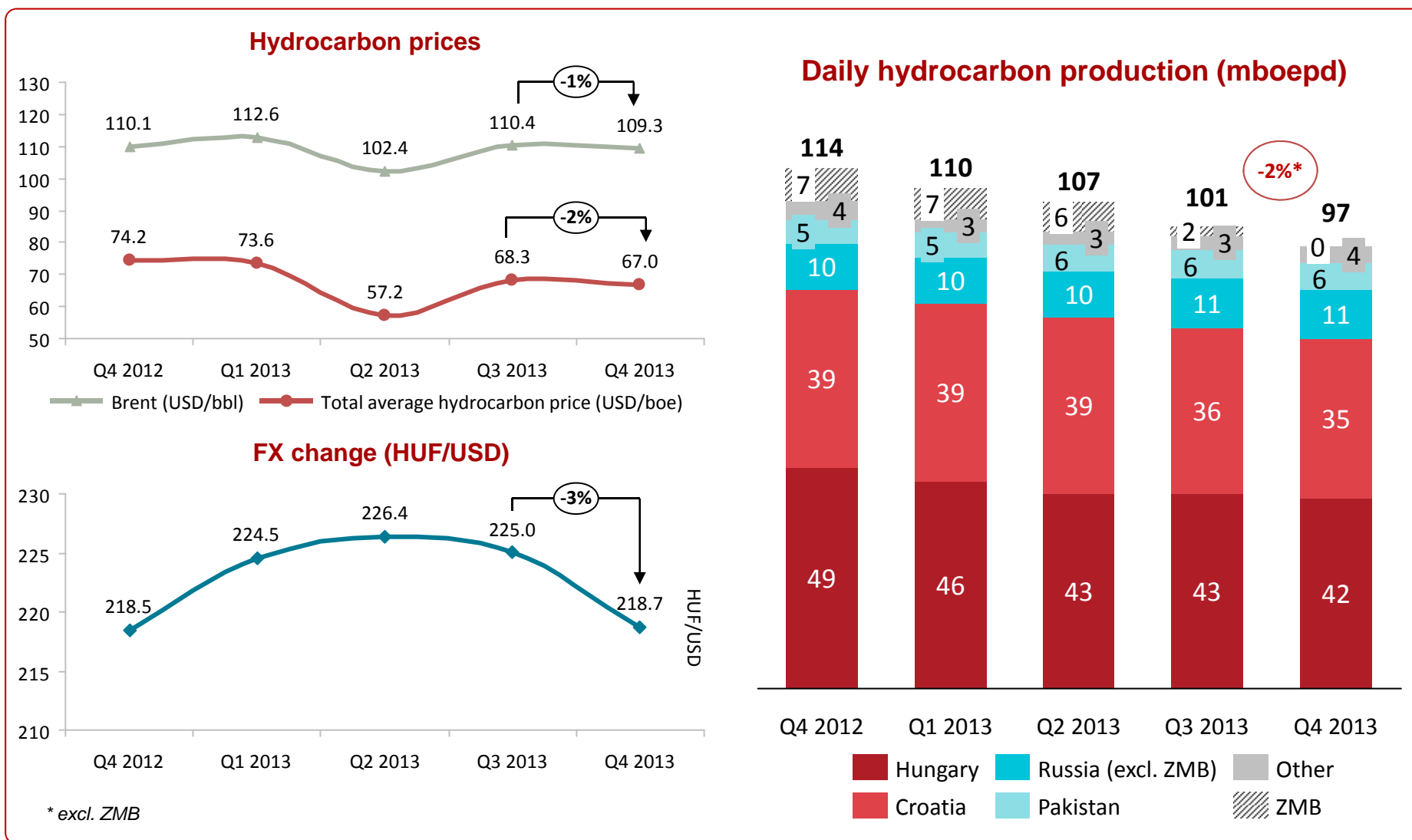


CAPEX directed to UPSTREAM



UPSTREAM FACED LOWER AVERAGE HYDROCARBON PRICES

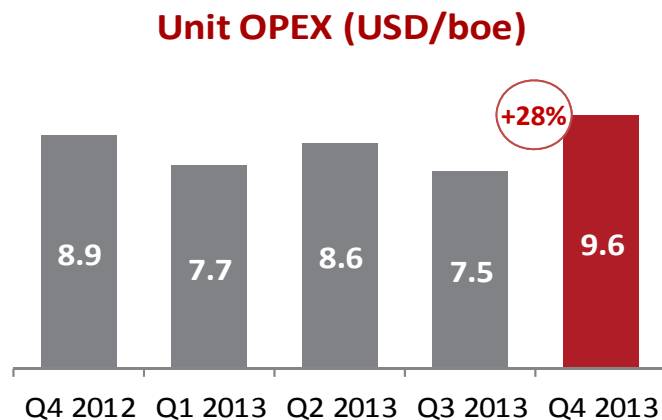
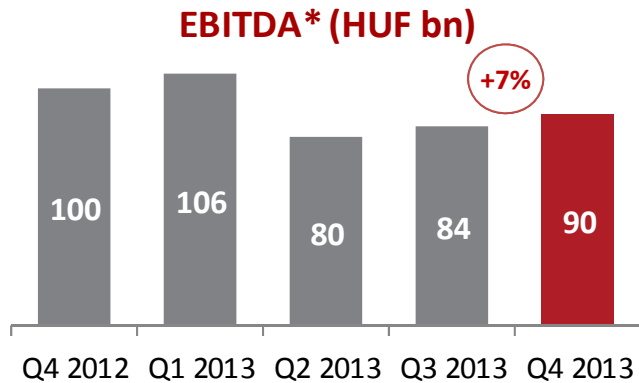
Production decreased due to natural decline and divestiture of Russian ZMB field



Upstream

UPSTREAM – Q4 EBITDA* INCREASED

boosted by lower exploration spending and reversal of provisions



UPSTREAM EBITDA* INCREASED BY 7% QoQ DUE TO



- ▶ Considerable reversal of provisions
- ▶ Lower exploration spending

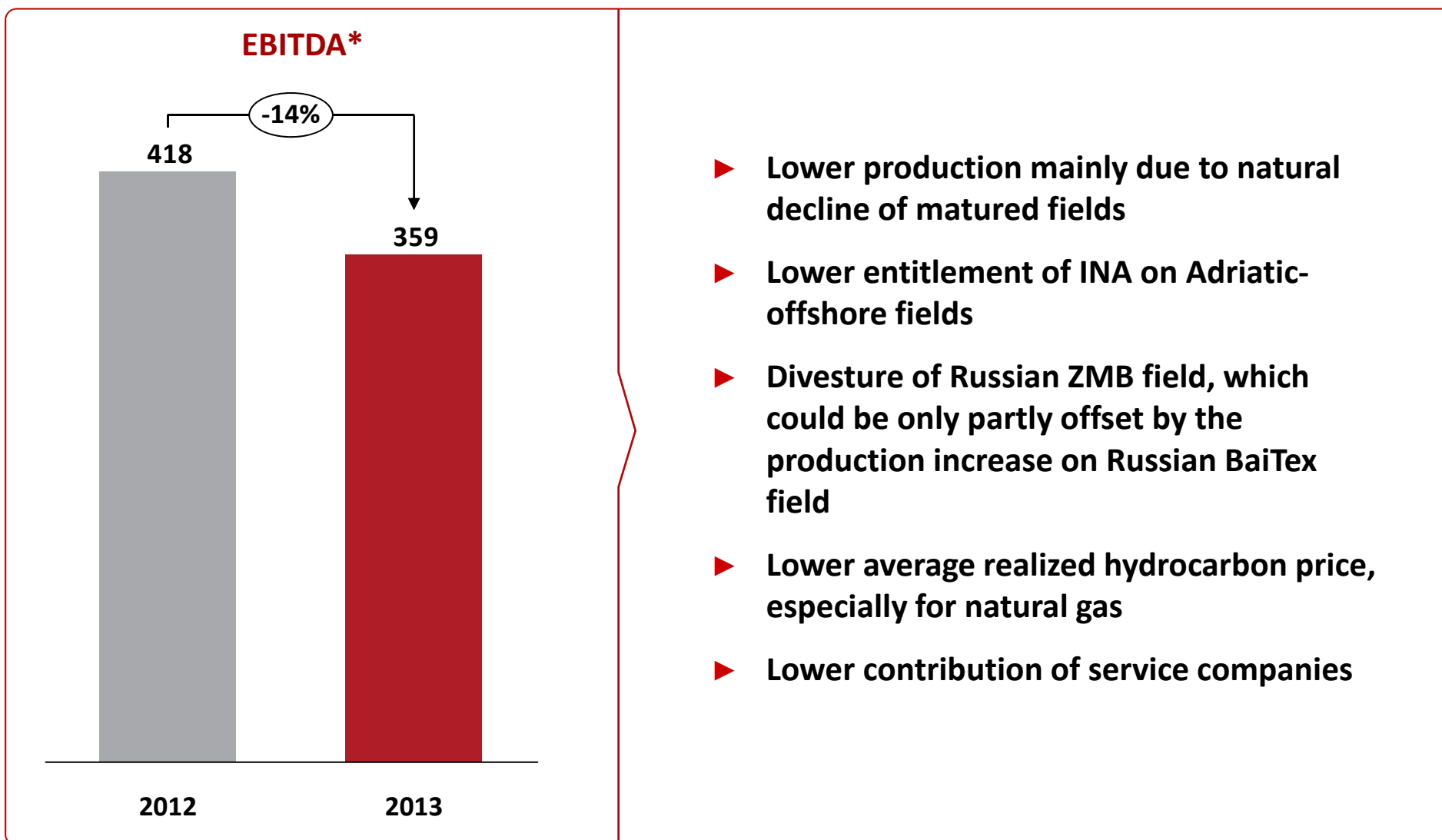


- ▶ Lower realized hydrocarbon prices
- ▶ Lower production and sales due drop back in Croatian offshore production and divestiture of ZMB

Upstream

UPSTREAM – FY 2013 EBITDA* DECREASED

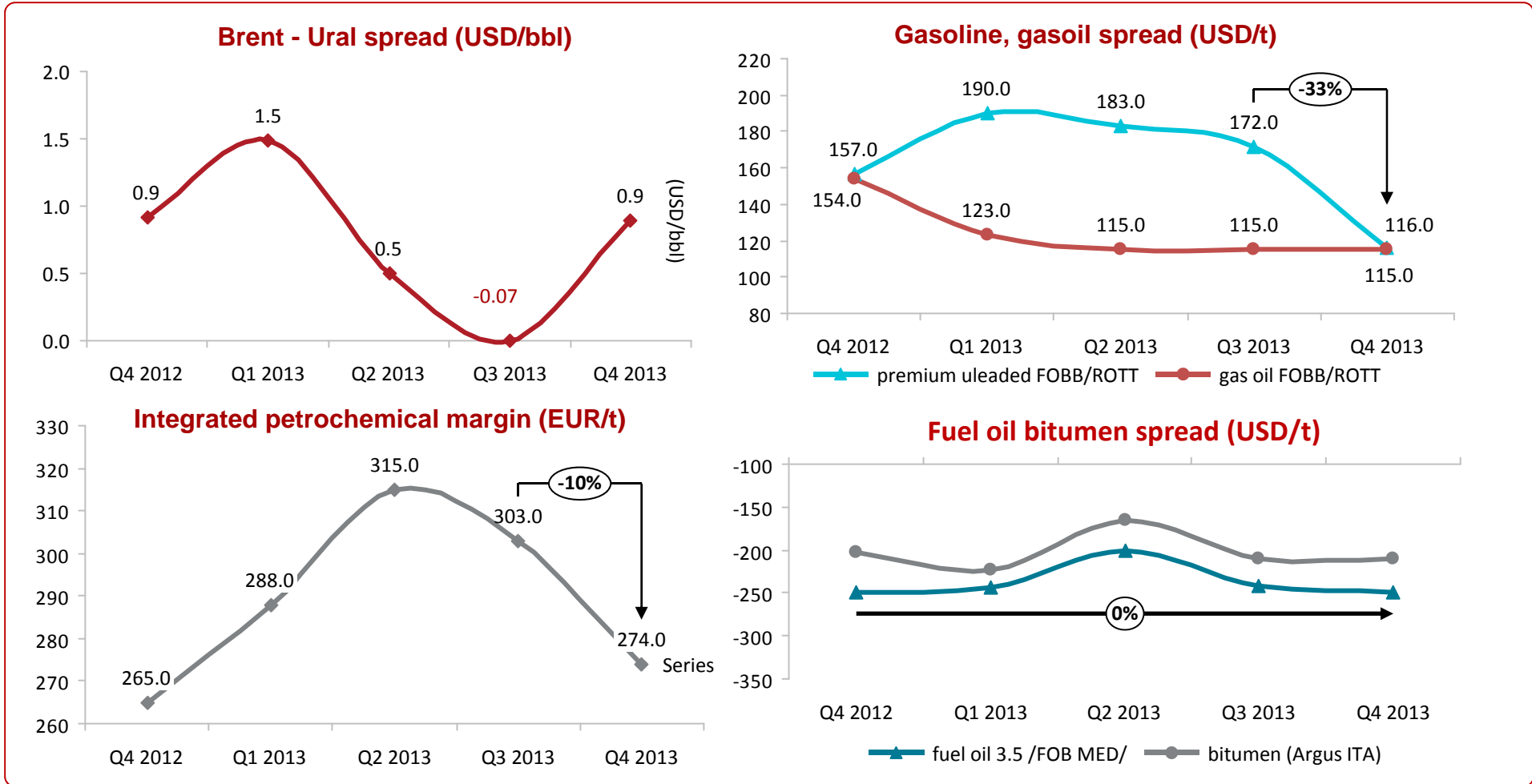
as both production and realised price shrink



Upstream

DOWNSTREAM – TOUGHEST REFINERY MARGIN ENVIROMENT IN THE LAST YEARS

Collapsing crack spreads impacted the majority of the product slate

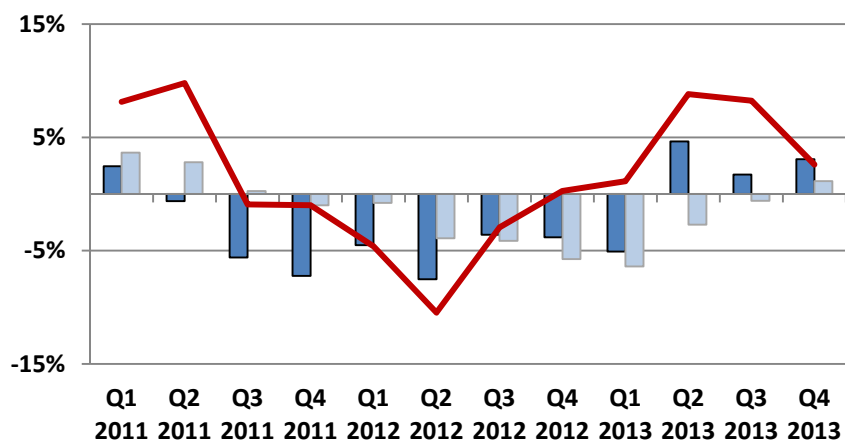


Downstream

MODERATE BUT STABLE RECOVERY IN CEE

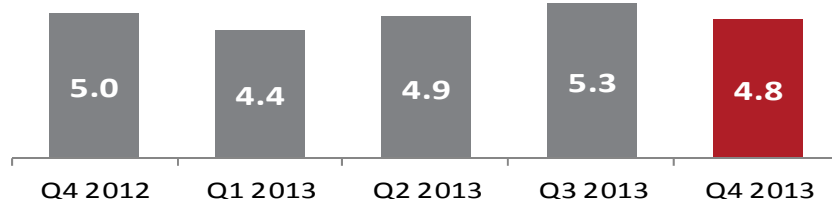
MOL's sales in CEE 10 up in the fifth consecutive quarter

Change of motor fuel market size and MOL's refined product sales in CEE 10 countries (YoY change, %)



Core market demand Non-core CEE demand
Total sales MOL in CEE 10

External refined product and petrochemical sales (Mt)

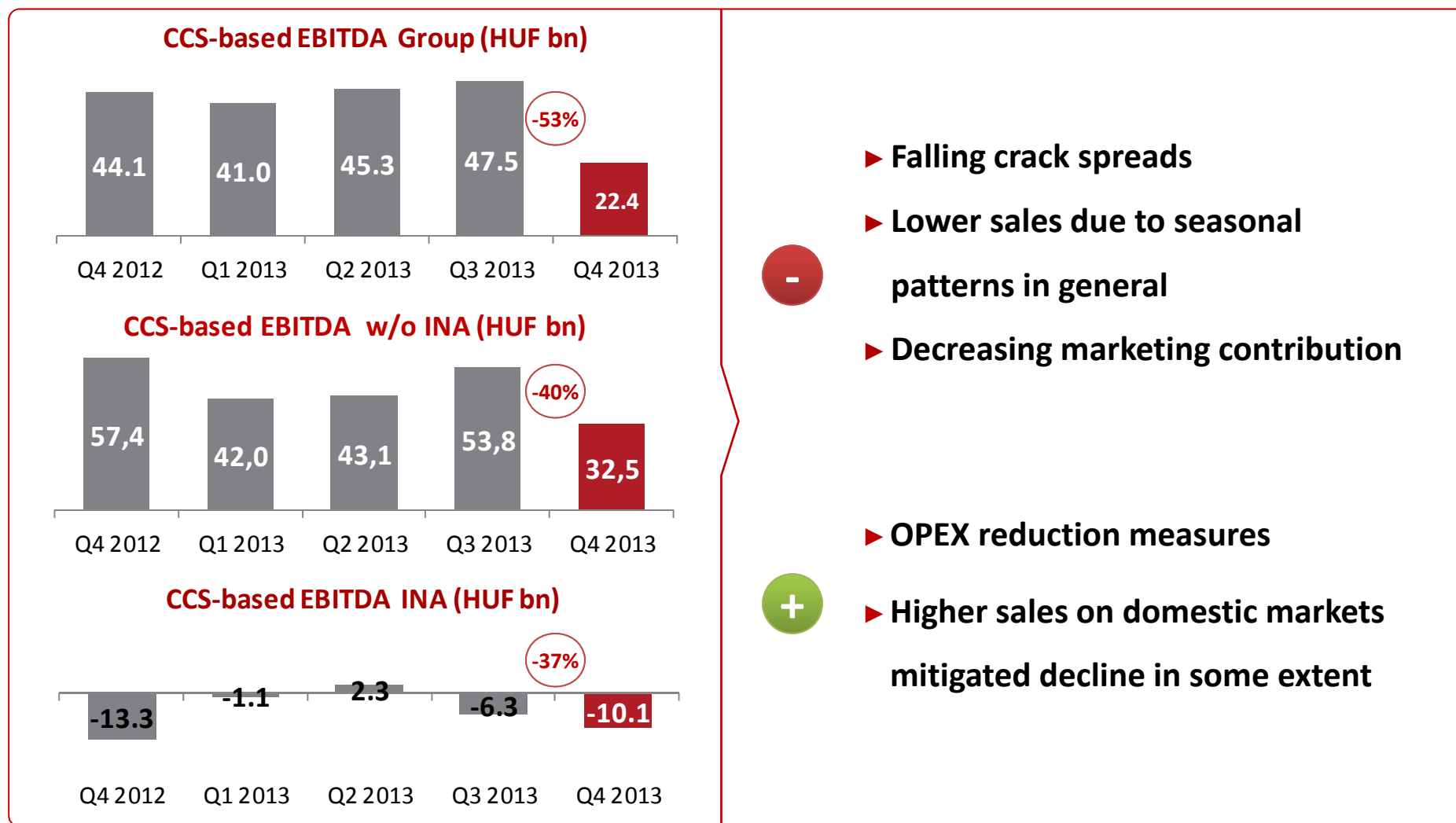


- ▶ The wider CEE region shows bottoming with more visible improvement in Hungary...
- ▶ ... reflecting the positive economic growth in the region
- ▶ MOL gained market share on core markets
- ▶ Croatia still in steep decline
- ▶ MOL's quarterly motor fuel sales in CEE increased on a yearly basis fifth time in a row

•Core Markets: Hungary, Slovakia, Croatia, Core Export Market: Czech Rep., Slovenia, Romania

QUARTERLY PERFORMANCE DRIVEN BY WORSENING CONDITIONS

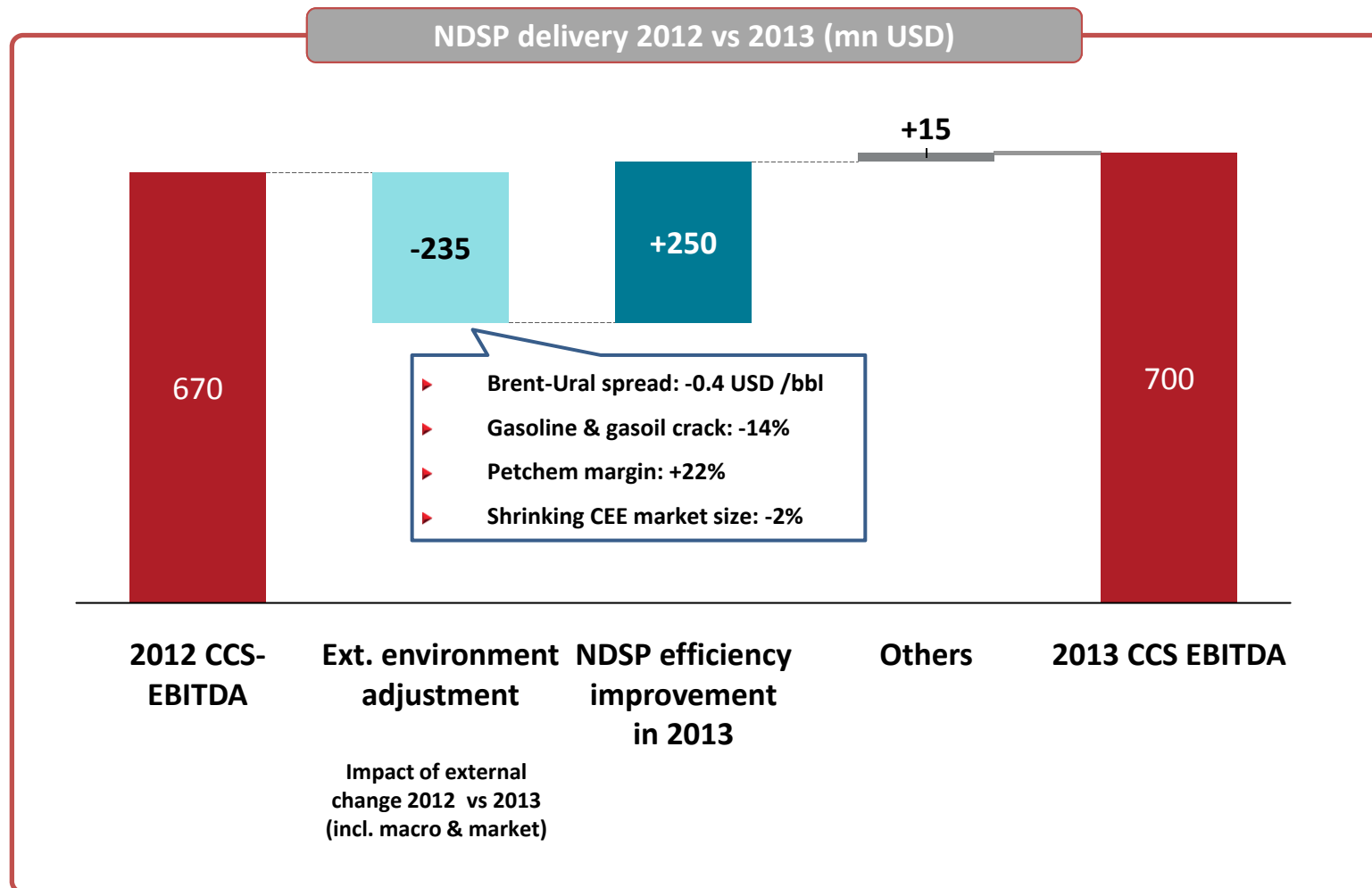
OPEX reduction measures could not fully compensate external effects



Downstream

2013FY: IMPROVED PERFORMANCE DESPITE WORSENING CONDITIONS

A clear evidence to the success of our efficiency improvement program



KEY GOALS AND MESSAGES FOR 2014

UPSTREAM

TURN BACK TO THE GROWTH PATH AND CONTINUE ACTIVE PORTFOLIO MNGM.

- ▶ ACCELERATE WORK PROGRAMS AND SUBMIT FIELD DEV. PLAN FOR AKRI BIJELL
- ▶ 91-96 MBOEPD IN 2014, 10% GROWTH IN 2015
- ▶ CONTINUE ACTIVE PORTFOLIO MANAGEMENT

DOWNSTREAM

DELIVER SIMILARLY STRONG RESULTS IN THIS WEAK MARGIN ENVIRONMENT

- ▶ DELIVER REMAINING USD 100MN OF THE NEW DOWNSTREAM PROGRAM
- ▶ STRENGTHEN PRESENCE IN CAPTIVE MARKETS, LOOKING FOR RETAIL M&A
- ▶ EXPECT THE CONTINUATION OF GRADUAL DEMAND GROWTH IN CEE

FINANCIALS

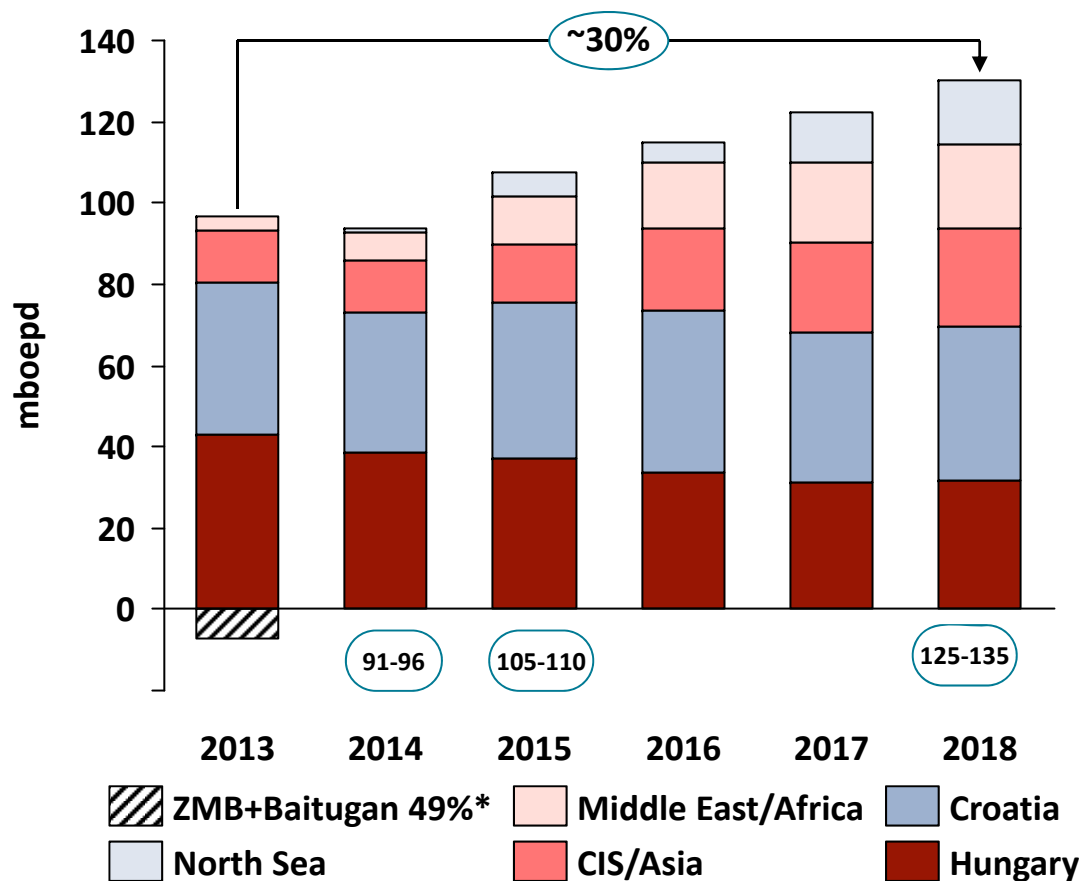
MAINTAIN CONSERVATIVE FINANCIAL POLICY

- ▶ KEEP INDEBTNESS RATIOS WITHIN THE COMFORT ZONE
- ▶ USD 1.6 – 1.9 USD ORGANIC CAPEX TARGET WITH UPSTREAM FOCUS
- ▶ ROOM FOR DIVIDEND IN THE MAGNITUDE OF THE LAST YEARS

ORGANIC* PRODUCTION MAY INCREASE BY 30% IN 5 YEARS

with major contributions from Middle East and North Sea areas with high unit EBITDA

PRODUCTION OUTLOOK* (RISKED, ENTITLEMENT BASED)



BY 2015 AROUND 10% PRODUCTION GROWTH*

- ▶ Accelerated field development projects in CEE with growth in CRO
- ▶ Ramp up of production in Kurdistan on both fields
- ▶ Initial phase on North Sea assets

AROUND 30% INCREASE BY ~2018*

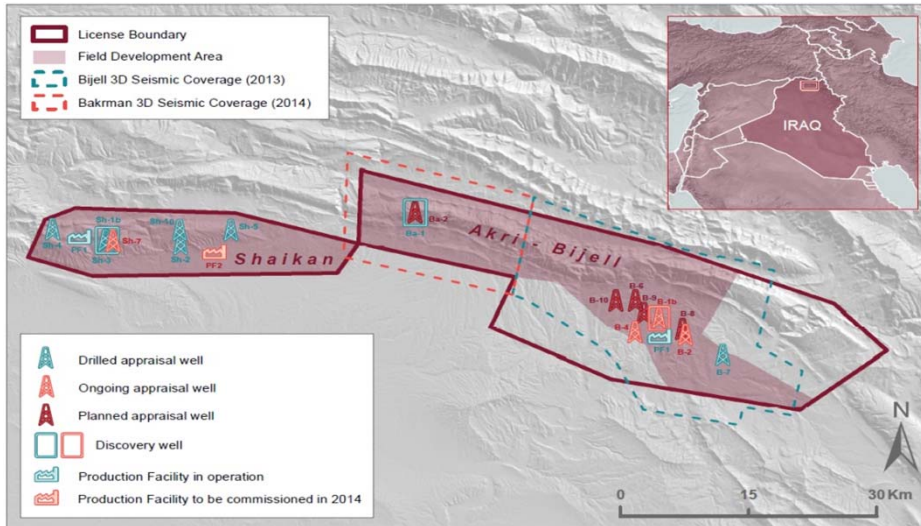
- ▶ Kurdistan production to achieve 20-25 mboepd**
- ▶ North Sea assets to peak around 18 mboepd
- ▶ Both have over USD 70/boe unit profitability on lifecycle basis
- ▶ To offset the moderate decline on maturing CEE fields

Outlook

*Russian ZMB field was divested in early August 2013 while 49% stake of Russian Baitugan field is under sale thus excluded from the projected production figures as well as the comparison basis year of 2013

FIRST VISIBLE BARRELS STABILIZE GROUP PRODUCTION LEVEL

Submit Field Development Plan for Akri-Bijeel in Q2 based on new resource estimates



Akri – Bijeel work program

- ▶ Submit Field Development Plan for Akri-Bijeel in Q2
- ▶ Bijell EWT to deliver first barrels in Q1/Q2 '14, after completing on Bijell-1B
- ▶ Continue accelerated drilling with 4 rigs & finalize the tests of already promising B-1B and B-2 wells
- ▶ Tie in new wells to produce close to 10 mbopd in EWT by year-end (B-1B, -2, -4, -6)

Shaikan work program

- ▶ continue export sales and development drilling to maximize the production
- ▶ Implement PF-2 by the end of H1
- ▶ Shaikan-7 deep exploration well under drilling
- ▶ Reserve booking in 2014

Activity	Well	2013		2014		2015			
		Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
EWT	Bijell-1		🏗️ →	💧					
App	Bijell-2	→			💧				
App	Bijell-4		🏗️ →		💧				
App	Bijell-6				🏗️ →		💧		
App	Bijell-8*					🏗️ →		💧	
App	Bijell-9*					🏗️ →		💧	
App	Bijell-10*						🏗️ →	💧	
App	Bakrman-2				🏗️ →		💧		
App	Bakrman-3*						🏗️ →		

🏗️ E - expected spud 💧 - expected well test

* Conditional, not fixed yet, dependant on FDP approval

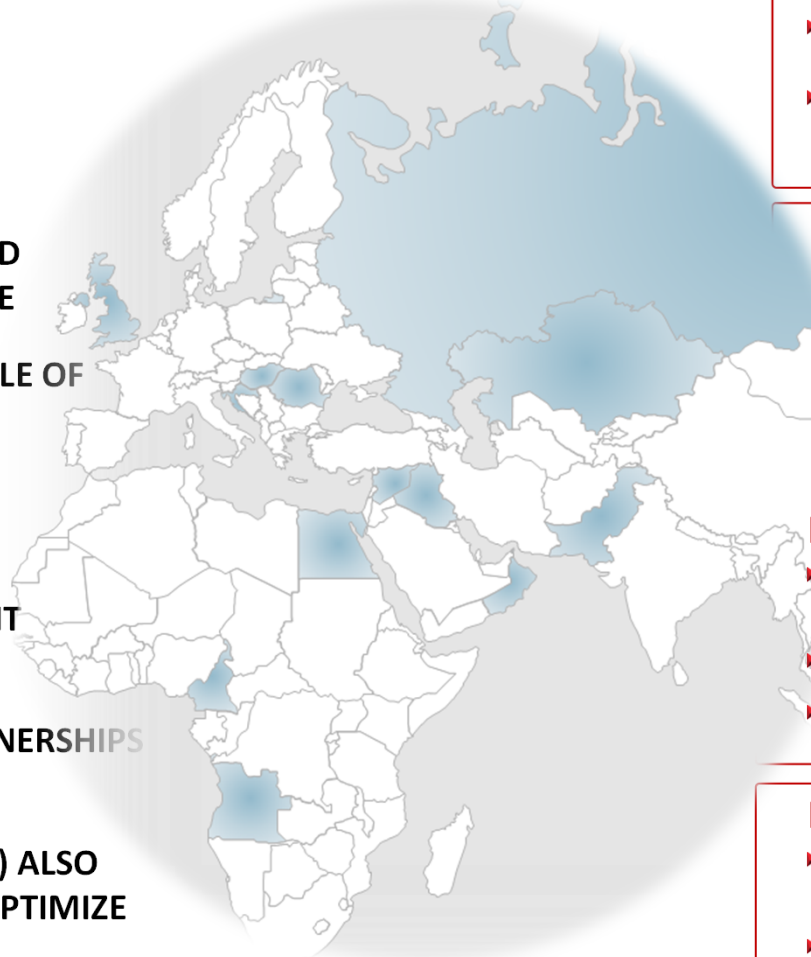
Outlook

ACTIVE M&A TO STEP INTO A NEW LEAGUE

Focusing on long term value creation over volume growth

KEY PRINCIPLES AND GOALS

- ▶ RIGOROUS CAPITAL DISCIPLINE
- ▶ CREATING NEW MAJOR HUBS AND OBTAIN KNOW HOW OUTSIDE CEE
- ▶ IMPROVING OVERALL RISK PROFILE OF THE PORTFOLIO
- ▶ FOCUSED GEOGRAPHICAL DIVERSIFICATION
- ▶ FILLING THE GAP IN OUR CURRENT PRODUCING PORTFOLIO
- ▶ ESTABLISH NEW STRATEGIC PARTNERSHIPS (E.G. WINTERSHALL, TPAO)
- ▶ POTENTIAL FARM OUTS (PARTIAL) ALSO POSSIBLE TO SHARE RISKS AND OPTIMIZE PROJECTS FINANCING



NORTH SEA

- ▶ Enhance **shallow offshore experience** and create a new hub
- ▶ Decreasing average political risk profile of MOL Group's upstream portfolio
- ▶ Access to upcoming UK Exploration Bid Rounds with further value creation

CIS

- ▶ Traditional core region with notable technical know-how
- ▶ 12 years presence in the region
- ▶ 3 operated blocks in Russia + 1 jointly operated in Kazakhstan

MIDDLE EAST

- ▶ Active in the region for 15 years with well established strategic partnerships
- ▶ Major projects in Kurdistan R. of Iraq
- ▶ Oman Oil Company has 7% in MOL & active exploration in Oman

PAKISTAN

- ▶ 15 years of operatorship experience on a 100 mboepd potential block (TAL)
- ▶ Presence in 5 blocks (3 operated)
- ▶ Excellent relationship with local communities

DS 2014: DELIVER SIMILARLY STRONG RESULTS IN A WEAK MARGIN ENVIRONMENT

EXTERNAL ENVIRONMENT

BLEAK CRACK ENVIRONMENT SOMEWHAT OFF-SET BY A MODEST DEMAND GROWTH

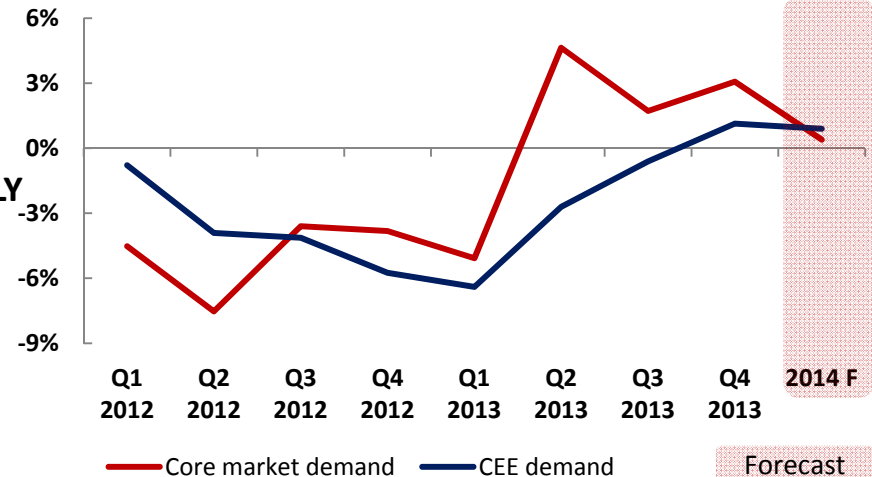
- ▶ DEPRESSED CRACK-SPREADS (BELOW 2013 LEVELS)
- ▶ MILD DEMAND GROWTH CONTINUES IN CEE, ESPECIALLY FOR GASOIL
- ▶ BRENT-URAL MAY WIDEN SLIGHTLY

INTERNAL MEASURES DELIVER IMPROVEMENT

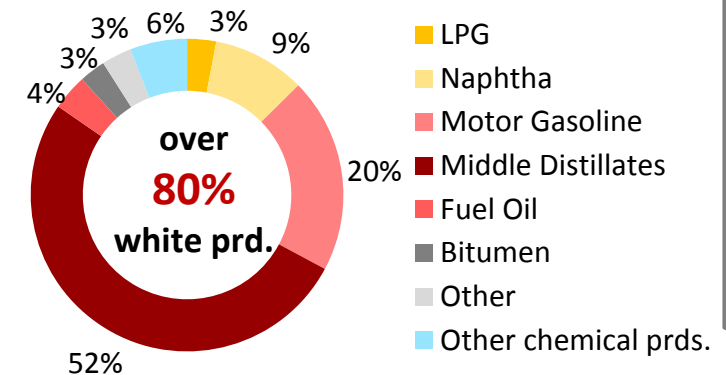
- ▶ ADDITIONAL CCA. USD 100MN FROM NDSP
- ▶ UPSWING IN TOTAL PROCESSED VOLUMES; >3%⁽¹⁾
- ▶ INCREASING MOTOR FUELS SALES - OUTPACING DEMAND GROWTH OF GASOLINE AND DIESEL IN CEE
- ▶ REFINERIES: PROGRESSIVE TRANSFORMATION OF MANTOVE REFINERY DURING 2014
- ▶ CONTINUE ONGOING, SELECTED GROWTH PROJECTS - TO START NEW PETCHEM UNITS IN 2015
- ▶ LOOKING FOR RETAIL M&A OPPORTUNITIES IN THE REGION TO INCREASE CAPTIVE MARKET

INTERNAL ACTIONS

MOTOR FUEL DEMAND (YOY CHANGE %)



REFINERY YIELD 2014E



Outlook

(1) Excluding IES

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